



We are looking for an **INSURANCE AGENT**

As the oldest Ontario farm mutual insurance company, we have proudly served our community for over 160 years. We're growing and progressing while sticking to our humble roots of always putting our policyholders who are also our owners first. 2022 promises to be an exciting year for our company as we focus on helping the communities we serve with innovation and teamwork.

POSITION SUMMARY

You are a goal-oriented individual whom others recognize as a leader by your willingness to serve. In that spirit of servanthood, you will serve an established commission-based book of business consisting of loyal, sometimes multi-generational, policyholders. You are an active relationship builder who will enjoy developing relationships with your clients, your community and our Dumfries team. Your passion for people and doing the right thing are matched by your ability to juggle multiple competing tasks. This position has a flexible working environment and hours and reports directly to our Business Development Manager.

RESPONSIBILITIES

- Seek out and meet existing policyholders to ensure their residential property, farm, commercial and auto insurance needs are being met via annual renewal meetings, face to face or virtual, depending on policyholder preference.
- Provide professional advice and value to the relationship through a consultative sales approach.
- Provide daily phone and email support for policyholders with processing endorsements.
- Be a brand ambassador for Dumfries Mutual in your community, visibly making a difference.
- Leverage your well-established networking, combined with a self-directed marketing budget from the company, to bring in new business opportunities to grow your book of business.
- With a thirst for knowledge, seek out educational opportunities to advance product knowledge and understanding of our policyholders' business activities.
- Be an advocate for policyholders within our company while also respecting all team members whose collective mission is to champion mutual protection for our policyholders.

QUALIFICATIONS

- Requires insurance agent or broker license within 60 days. Will be sponsored by Company if not already licensed.
- Post-secondary or equivalent education.
- Insurance experience is desirable, but not required. Likewise, sales experience is not necessarily required. Our policyholders value service over sales. Authenticity and integrity matter.
- Understanding of various commercial and agricultural operations, as well as buildings and equipment considered an asset.
- Excellent interpersonal, verbal and written communication skills.
- Demonstrable integrity and good faith, respect of data privacy and confidentiality.
- Ability to prioritize and respond to multiple incoming tasks in a timely manner.
- Strong computer skills and aptitude to learn in a technologically-evolving workplace.
- Current driver's license with reliable vehicle.

Please forward your resume as soon as possible, in confidence to:

kristine@dumfriesmutual.com

We thank all applicants for their interest, but only candidates selected for an interview will be contacted.